Warehouse Transformation: How to Increase Efficiencies & Savings With Self-Serve Automation

Presented by:
Apex Supply Chain Technologies
Presenters

Dean Priebe
Senior Director, Automation
C&S Wholesale

Joe Stephens
CEO
Motor City Industrial

Scott Medford
SVP, Global Sales
Apex Supply Chain Technologies
Transforming Warehouses with Self-Serve Automation

> Industry 4.0
> Simple Changes, Big Results
  - C&S Wholesale
  - Motor City Industrial
> Takeaways/Q&A
C&S Wholesale Grocers, Inc.

C&S Wholesale Grocers
Opportunity

• Labor trends, technology and market changes push evolution

• Up to 500 employees working in a 700,000sf facility

• Issue spotted around communication devices; devices missing, needing repair or replacement

• Saw opportunity to create accountability with employees for high-value communication devices
Solution

• Required technology to scale and handle high volume, high turns environment

• Identified Apex® self-serve automation as potential solution

• Chose one site to test solution before implementing across facilities

• 15 lockers used for device check-out and check-in at shift change

• Conducted installation and employee training
Results

• Simple solution, rolled out quickly
• Expanding to more locations based on pilot results
• Looking for trends in user data for optimization opportunities

Improved employee productivity

Reduced costs
Lessons Learned

• Even easy solutions need time to ensure a good handoff from technology team to operations team

• Understand solutions, identify problem, go through selection period, prove out technology and optimize
Motor City Industrial
Opportunity

We needed a way to compete!

- 70% of industrial supply market is serviced by local and regional players
- Data analytics, point of use technology allow Motor City to improve the performance of their customers
- Knew technology would help differentiate, bridging gap between local/regional and national players so their customers can have the best of both worlds

National Competitors
- Strong Technology
- Low Cost Sourcing
- Centralized Inventory

Motor City Industrial
- Brick & Mortar
- Domestic Sourcing
- Local Inventory
Solution

• Motor City’s CribBoss™ platform includes:
  • ACTYLUS™ Self-Serve, Automated Smart Bins Solution from Apex®
  • Advanced Analytics and Data Visualization
Application

Driving Cost Out

CURRENT

CRIB

C

W

M

P

Production

FUTURE WITH CRIBBOSS

CRIB

C

W

M

P

Production

In this scenario:

• Employees self serve replenishment (or are delivered to by MORE employees)
  • Their usage is loosely tracked
  • Supply chain visibility is intermittent
  • No one person owns the parts and their use

Facts:

Consumption - 28%

Productivity Losses - 11%

Waste/Lost stock - 10%

Problem:

• Crib- Parts location
  • Types of stock-different need by department
  • Visibility- crib gives a false sense of control
  • Accountability- who owns CONSUMPTION/WASTE?

Solution:

• MRO (High Frequency/Low Value- Vending
  • Production- Weight Based Scales
  • High Value/Low Frequency-Industrial Lockers
  • Low Value/Low Frequency- Free Issue Bins

CONSUMPTION/WASTE?
Results

Allows us to see the data enterprise-wide to:
• Segment data
• Create heat maps
• View usage patterns

In every business at least one person knows where a particular product is used.

CribBoss makes it possible for everyone to know.
Data can be used for:
- Parts consolidation
- Reduced inventory management
- Standardize components
- Reduce engineering costs

In every business at least one person knows where a particular product is used.

CribBoss makes it possible for everyone to know.
In-Market Results

Average customer saw

- Parts Consumption Decrease: 21%
- Productivity Gain: 11%
- Waste/Lost Stock Reduction: 10%
Key Takeaways

01 How the cost of not upgrading is usually higher than the cost of adopting new technologies.

02 How to sort through which automation technologies make the most sense for your needs.

03 How you can create solutions with little to no capital expenditures.

04 How to involve the end-users early on to ensure success.

05 How to ensure you can show the ROI of your Industry 4.0 initiatives.
For More Information

Dean Priebe: dpriebe@cswg.com
www.cswg.com

Joe Stephens: joe.stephens@motorcityindustrial.com
www.motorcityindustrial.com

Scott Medford: scott.medford@apexsupplychain.com
www.apexsupplychain.com